

1979 EDITORIAL INDEX

The following index is a comprehensive listing, arranged alphabetically, of the editorial contents of 15 monthly issues (October 1978 through December 1979) of Fence Industry magazine that have been published since last year's directory. Included in this index are entries for all feature articles, cross-referenced by title, author and subject; and departmental material including Editor's View, Publisher's Memo, IFIA news, Foreign Notes, Industry News, New Products and Trade Literature. Beginning with this issue, the editorial directory will be published in each January issue of the magazine.

A

Acquires Assets (Madera Pacific).....	Dec. 66
Advertising	
Advertising Specialties: The Ads Customers Take Home—Phillip M. Perry...	Aug. 12
Don't Fragment Your Advertising Dollars—Sandy Kimball.....	Aug. 6
Yellow Pages Number One for Installers—Leslie King.....	Aug. 16
Trade Show Marketing Should Be Considered in Advertising—Don Vaughn...	Nov. 25
Afghanistan	
Building Large Fence.....	Jan. 63
Mud Walls Demolished.....	Feb. 39
Age Policies Surveyed.....	Dec. 78 32
Alvarado Mfg. Co. Moves.....	Dec. 78 35
American Chain & Cable Co. Becomes Acco Industries Inc.....	July 49
Anchor Closes Plant.....	Dec. 68
Anderson, Paul	
Skid-Steer Systems: From Materials Handling To Post Holes.....	Feb. 10
ASTM	
Annual ASTM Standards 1979, Parts 1-5 Facts About ASTM.....	Sept. 54
F-14 Meets in New Orleans.....	Apr. 25
Gives Awards.....	Oct. 44
Relocates Office.....	June 38
Standardization Basics—Bill Coker.....	Sept. 36
Subcommittees Give Midyear Activity Updates.....	Sept. 32
To Meet in Las Vegas—John Winge.....	Dec. 24
Atlanta	
The Fencing That Saved Historic Underground Atlanta—Bill Coker & Carol Manley.....	Jan. 33
Atlantic Steel Co. Purchased.....	Aug. 42
Australia	
Earth Drills Exhibited.....	July 55
Importance of Painting Fences Cited.....	Oct. 41
Increase in Cement Use.....	Mar. 35
European Prices Steady.....	Dec. 78 38
Authors	
Anderson, Paul.....	Feb. 10
Blackwell, Blanche.....	Nov. 78 21
Blair, Jess F.....	Oct. 78 14
Blair, Virginia.....	Oct. 38,
	Nov. 35
Block, Julian.....	Aug. 24
Boling, Clifford H.....	Nov. 78 20
Brown, Clifford.....	Feb. 26
Cassell, Dana K.....	Apr. 28
Coggins, Jack Roland.....	Oct. 78 26
Coker, Bill.....	Nov. 78 4, 6; Dec. 78 4, 7, 20
	Jan. 4, 33; Feb. 4, 6; Mar. 4, 6
	Apr. 4; May 4, 6; June 4, 6, 22
	July 9, 44; Aug. 4, 18; Sept. 4, 7, 38; Oct. 4, 19; Nov. 4; Dec. 6, 38
Cushman, Ruth Carol.....	Apr. 40
Ellison, Cyril Lee.....	Dec. 78 6;
	Jan. 6; Apr. 6; July 4; Dec. 4
Fair, Ernest W.....	Dec. 56
Feld, Lipman G.....	Nov. 6;
Fritz, Donald.....	Dec. 52, 72
Foos, Terri.....	Jan. 29
Gilbert, Betty.....	Dec. 50
Hohenstein, Louis.....	Oct. 78 23
	Dec. 78 28; Apr. 46; Nov. 13
Jabat, Juanito V.....	Oct. 78 42
	Nov. 78 40; Dec. 78 38; Jan. 38
	Feb. 38; Mar. 34; June 44; July 54
	Oct. 28, 40; Nov. 40; Dec. 74

Kelley, Ken.....	Oct. 78 18;
	Feb. 19
Kimball, Sandy.....	Aug. 6
King, Leslie.....	Jan. 26, 37;
	Feb. 6; Apr. 22, 37; May 6, 30; June 6;
	July 22, 44; Aug. 16; Sept. 14;
	Oct. 6, 33; Dec. 46
Kotsher, Ben.....	Oct. 78 5
Lavery, Michael S.....	Feb. 8
Manley, Carolyn.....	Jan. 33;
	Feb. 15
Markert, William P.....	June 10
McCarthy, Lynne.....	Sept. 17;
	Dec. 20
Meals, Cynthia.....	Dec. 46
Merry, Bill.....	Nov. 78 24
Middleton, John.....	Mar. 8
Neal, Ann.....	Dec. 8
Orban, Kurt.....	Dec. 42
Osmose, Tom Ridgeway.....	Mar. 15
Perry, Phillip M.....	Oct. 78 11;
	Apr. 43; July 38; Aug. 12; Nov. 22
Prose, Leonard.....	Feb. 22
Roberts, David W.....	Nov. 29
Snell, Nancy.....	Dec. 14
Taylor, Mary.....	July 26
White, Doris.....	Nov. 78 11;
	May 14; June 16; Oct. 10
Winge, John.....	Dec. 24
Woodbury, Chuck.....	Nov. 20
Vaughn, Don.....	Nov. 25

B

Bangladesh	
Fence Materials Price Hike.....	Feb. 38
Basic October 1979 Bankruptcy Changes Affect Fence Industry—Lipman G. Feld.	Dec. 56
Belgium	
EEC Opens Info Office.....	Dec. 75
Blacksmithing	
Shop Profits From Interest.....	Jan. 57
Blackwell, Blanche	
The View from Here.....	Nov. 78 21
Blair, Jess F.—Examining Your Business Operation.....	Oct. 78 14
Blair, Virginia—CLFMI Promotion Update	Oct. 38,
	Nov. 35
Block, Julian—Courts Approve Investment Credit for Protective Fencing.	Aug. 24
Board Chairman Dies.....	May 55
Boling, Richard	
Who Writes the Rules?.....	Mar. 21
Booth Assignments for 1979 IFIA New Orleans Show.....	Jan. 18
Brown, Clifford	
NOMMA Review.....	Nov. 78 20
Burma Considers Wood Exports.....	Jan. 63
Business Resist Mandatory Metrics.....	July 47

C

Calculate Extra Profits From Quantity Discounts—C. Louis Hohenstein.....	Nov. 13
Can Hand Forging Be Mechanized?—Bill Coker.....	Nov. 78 6
Canadian Show Review.....	June 32
Cassell, Donna K.—Need Money for Business Expansion?.....	Feb. 26
Century Fence Co. Presents Sales Awards.....	Apr. 61
Century Tube Holds Grand Opening—Bill Coker.....	Dec. 38
Century Tube to Open New Arkansas Plant.....	Apr. 56
Century's New Plant Nearing Completion.....	June 39
China	
Chinese Labor For Hire.....	Dec. 75
Chinese Delegation Visits U.S. Plant.....	Dec. 66
CFIA	
Annual Show in Toronto.....	Feb. 15
Canadian Show Review.....	June 32
Chapters Have Progressive Month.....	June 48
To Hold Annual Trade Show.....	Jan. 69
Trade Show, 1980.....	Dec. 68
Chain Link Fence Promotion Utilizing Consumer Publications.....	Mar. 36
Chile: Concrete Fences Most Popular.....	Dec. 78 38
China	
Cuts Steel-Bar Imports.....	Sept. 50
Plans Construction Appropriations Bank.....	Sept. 51
CLFMI	
All-Industry Exhibit Planned For International Trade Show.....	July 52
Bill Stuffers Bring Results.....	Oct. 39

Chain Link Fence Continues Getting National Exposure.....	Oct. 38
Compensation Surveyed.....	Mar. 30
Exhibit Spotlights Chain Link's Beauty..	Dec. 64
Fencing Leaflet.....	Oct. 39
Merchandising Aids Feedback Sought in Sales Kit.....	Aug. 28
Midyear Pictorial.....	Sept. 38
Opposes Proposed FTC Trade Regulation.....	June 40
Plans Group Exhibit at IFIA's 1980 Convention.....	Sept. 23
Progress on Chain Link Promotion Program.....	Nov. 78 39
Promotion Film to Be Shown at Jan. IFIA Convention.....	Dec. 78 40
Promotion Utilizes Consumer Publications.....	Mar. 36
Spring Meeting.....	June 28
Spring Promotion Concentrates on Radio Campaign.....	May 44
TV Schedule Set for CLFMI Film.....	Apr. 52
Varied Media Used to Promote Chain Link Fabric.....	Jan. 66
What Has the CLFMI Done For The Industry And What Should It Do?—Donald T. Fritz.....	Dec. 72
CLFMI Plans Group Exhibit at IFIA's 1980 Convention.....	Sept. 23
CLFMI Promotion Update:	
Chain Link Fence Continues Getting National Exposure.....	Oct. 38
Promotion Exhibit Featured.....	Sept. 46
Promotion Plans—IFIA Show Exhibition Plotted.....	Nov. 35
Coggins, Jack R.—Pioneering for Profits with Steel Fencing.....	Apr. 28
Consumer Confidence Continues Decline.....	Oct. 51
Coker, Bill	
Annual Convention & Trade Show.....	Apr. 4
At What Price Profit?.....	May 4
Can Hand Forging Be Mechanized?.....	Nov. 78 6
Century Tube Holds Grand Opening.....	Dec. 38
Electrostatic Recycling of Chain Link Fencing.....	June 22
Farm & Ranch Fencing.....	May 6
Fencing & Recreation.....	June 6
Fencing For The City.....	Oct. 19
Fencing That Saved Historic Underground Atlanta.....	Jan. 33
Forecast '79.....	Dec. 78 7
Government Intervention.....	Mar. 4
Government Required Fencing.....	Oct. 4
Highway Fencing & Barriers Today.....	Mar. 6
Historical Perspective.....	Nov. 78 4
How the Fence Industry Divides Business: 21st Annual Manufacturer, Distributor & Dealer Market Survey.....	July 9
How to Get More Mileage Out of Your Advertising Dollars.....	Oct. 78 26
Imports & the Fence Industry.....	June 4
Industry Promotions & Public Relations.....	July 44
Industrial Psychology & Hiring.....	Dec. 6
International Identification.....	Sept. 4
It's Official.....	Aug. 18
Look At Today's Security Fencing.....	Dec. 78 4
Looking Ahead.....	Nov. 4
Management and Business Practices.....	Feb. 6
Materials Handling: An Industry Perspective.....	Dec. 78 20
Security.....	Sept. 7
Sixth Annual Fence Dealer Survey.....	Sept. 36
Small Business Problems.....	Aug. 4
Standardization Basics.....	June 38
Welcome, Les Bears.....	Jan. 56
Construction Costs Up.....	Oct. 52
Construction Contract Gain Expected.....	Aug. 24
Convention Audited (Wire).....	Apr. 40
Courts Approve Investment Credit for Protective Fencing—Julian Block.....	Apr. 40
Cushman, Ruth Carol.....	Apr. 40
Fence Posts of Stone.....	Apr. 40
Czechoslovakia	
Prefabricated Aluminum Fences Exported.....	Aug. 36

D

Davis-Walker Co.	
Building New Plant.....	Mar. 32
To Expand.....	Dec. 78 32;
	Apr. 57
Dealers	
Buckeye Fence Co. (Copley, Ohio).....	Nov. 29
Kelly Evans Iron (Fort Worth, Tex.).....	Oct. 11
Kiwi Fence Systems (Waynesburg, Pa.).....	Oct. 78 6

Leonard's Farm & Ranch Store (Ft. Worth, Tex.)	May 14
Martin Robbins Fence Co. (Stone Mt., Ga.)	Oct. 19
Patriot Wholesale Fence and Supply (Mansfield, Mass.)	Dec. 28
Perkins Fence Co. (Oklahoma City, Okla.)	Apr. 28
Quality Fence Co. (Addison, Tex.)	June 16
S & S Ironworks (Ft. Worth, Tex.)	Nov. '78 10
Western Fence Co. (Amarillo, Tex.)	Oct. '78 14
Wooden Gate Shop (Houston, Tex.)	July 26
Display Booths Awards—Honorable Mention, IFIA Show	Apr. 18
DIY Conference Expands	Nov. 43
Don't Fragment Your Advertising Dollars—Sandy Kimball	Aug. 6
Duke Resigns IFIA Executive Position	July 57

E

Editorial Calendar (1979)	Jan. 48
Editor's View—Coker	May 4
At What Price Profit?	May 4
Government Intervention	Oct. 4
Government Required Fencing	Oct. 4
Imports & the Fence Industry	June 4
Industry Promotions & Public Relations	Jan. 4
International Identification	Dec. 4
It's Official	Sept. 4
Looking Ahead	Dec. '78 4
Management and Business Practices	Nov. 4
Small Business Problems	Feb. 4
The Annual Convention & Trade Show	Apr. 4
The Historical Perspective	Nov. '78 4
Welcome, Les Bears	Aug. 4
Kotsher	Oct. '78 4
Read Any Good Letters Lately?	Dec. 8
18th Annual IFIA Convention and Trade Show To Be In Las Vegas—Ann Neal	Dec. 8
Electrostatic Painting of Chain Link Fencing	Sept. 26
Electrostatic Recycling of Chain Link Fencing—Bill Coker	June 22
Ellison, Cyril Lee	Apr. 6
Publisher's Memo	Dec. '78 6
A Picture Is Worth A Thousand Words	Dec. '78 6
1979 Will Be A Good Sales Year	Jan. 6
The Apple Polisher Goes to New Orleans	Dec. 4
The New Directory	Dec. 4
The \$3,007-Billion Fence Market: How Much Is Real . . . How Much Inflationary?	July 4
Endangered Firms Aided	May 52
Energy	July 50
Hotline Established	Apr. 43
How to Cut Your Energy Costs—Phillip M. Perry	Apr. 43
England	Oct. '78 42
Earth Borers Sold to Africa	Nov. 40
Fence Budgeting Discussed	Nov. 78 41
Fences Exhibited in Wood Show	Oct. '78 14
Examining Your Business Operation—Jess F. Blair	May 50
Executive Forecasts '79: Steel Market	Aug. 43
Expert Fence Co. Established	Aug. 43

F

Fabric Glare Screen System—John A. Middleton	Mar. 8
Facts About ASTM	Apr. 50
Fair, Ernest W.—Have You An Assistant Ready?	Nov. 8
Fair For Older Homes	Dec. 68
Farm & Ranch Fencing—Bill Coker & Leslie King	May 6
Feld, Lipman G.—Basic October 1979 Bankruptcy Changes Affect Fence Industry	Dec. 56
Fence Committee Standards Due	Jan. 58
Fence Corner—Should Industry Consider Formal Training Program?	Dec. '78 24
What Has the CLFMI Done For The Industry And What Should It Do?—Donald T. Fritz	Dec. 72
Fence Device Wins Award	Dec. '78 32
Fence Is Theft-Proof & Monkey-Proof	Jan. 54
Fences in the Philippines Incorporate Foreign Influence—Juanito V. Jabat	Oct. 29
Fence Firm Ball Team (North American Fencing Corp.)	Nov. '78 32
Fence Post Spacing Guide for Installers	Feb. 29
Fence Posts of Stone—Ruth Carol Cushman	Apr. 40
Fence Promotion Film to Be Shown at Jan. IFIA Convention	Dec. '78 40
Fence Sales Expected to Climb with Pool Projections for '79—William P. Markert	June 10
Fence Scrapbook	Jan. 50
Military Fence in St. Augustine	Nov. '78 22
Ornamental Fencing—New Orleans	Oct. '78 28
Shark Fence	Dec. '78 26
The Fencing of the Shakers	Jan. 29
Fence Sensors to Protect Animals—Terri Foos	Dec. '78 26

Fencing, Animal	Jan. 54
Fence Is Theft-Proof & Monkey-Proof	Jan. 54
Fencing, Chain Link	June 22
Electrostatic Recycling of Chain Link Fencing—Bill Coker	Sept. 26
Electrostatic Painting of Chain Link Fencing	July 34
Guide Specifications for Construction of Tennis Court Galvanized Chain Link Fencing	July 30
Guide Specifications for Construction of Tennis Court Fencing, Vinyl-Clad Chain Link	Nov. 29
New Pedestrian Bridge Tests Fence Installers' Skill—David W. Roberts	May 6
Fencing, Farm & Ranch	Oct. '78 6
Farm & Ranch Fencing—Bill Coker & Leslie King	May 14
Innovative Farm Fencing	May 20
Selling Farm & Ranch Fencing—Doris White	May 26
Specifications for Construction: Farm Fence	May 28
What's New in Farm & Ranch Fencing: High Tensile Farm Fencing	Mar. 8
What's New in Livestock Fencing: Electrified Plastic Fencing	Dec. 36
Fencing, Highway	Mar. 6
Fabric Glare Screen System—John A. Middleton	Mar. 18
Highway Beautification Through Fencing	Mar. 18
Highway Fencing & Barriers Today—Bill Coker	Mar. 18
Wood Fence Panels as Sound Barriers	Oct. 28
Fencing, Historic	Dec. '78 26
Fences in Philippines Incorporate Foreign Influences—Juanito V. Jabat	Jan. 33
The Fences of the Shakers	Oct. 14
The Fencing That Saved Underground Atlanta—Bill Coker & Carolyn Manley	Jan. 50
History Through Fencing	Apr. 37
Military Fence in St. Augustine	Nov. '78 6
Ornamental Metal Museum—Leslie King	Nov. '78 28
Fencing, Ornamental	Nov. '78 20
Can Hand Forging Be Mechanized?—Bill Coker	Oct. 10
Manufacturing Ornamental Fencing	Apr. 37
NOMMA Review—Clifford H. Brown	Nov. '78 16
Ornamental Iron Works Firm Specializes in Residential Market—Doris White	Nov. '78 18
Ornamental Metal Museum—Leslie King	Nov. '78 24
Ornamental Museum	Nov. '78 10
Ornamental Museum Director Selected	Nov. 20
Ornamental Upswing—Bill Merry	Nov. '78 21
Selling Ornamental Fencing	Nov. '78 21
Unusual and the Unique in Fencing	June 6
The—Chuck Woodbury	June 16
The View From Here—Blanche Blackwell	Aug. 18
Fencing, Recreational	Dec. '78 20
Fencing & Recreation—Bill Coker & Leslie King	Oct. 32
Recreational Fencing at Quality Fence Company—Doris White	Nov. 29
Fencing, Security	Oct. 6
A Look at Today's Security Fencing—Bill Coker	Apr. 28
Security—Bill Coker	June 10
Fencing Specialty	July 30
Floating Fences—Leslie King	July 34
New Pedestrian Bridge Tests Fence Installers' Skill—David W. Roberts	Mar. 18
Specialty Fencing Products Provide Unique Markets—Leslie King	Nov. 33
Fencing, Steel	Jan. 29
Pioneering for Profits with Steel Fencing—Jack R. Coggins	June 6
Fencing, Swimming Pool	Oct. 19
Fence Sales Expected to Climb with Pool Projections for '79—William P. Markert	Mar. 31
Fencing, Tennis Court	July 30
Guide Specifications for Construction of Tennis Court Fencing; Vinyl Clad Chain Link	July 34
Guide Specifications for Construction of Tennis Court Galvanized Chain Link Fencing	Mar. 18
Fencing, Wood	Nov. 33
Wood Fence Panels as Sound Barriers	Jan. 29
Wood Treatments—Letter To Editor	June 6
Fencing, Zoo	Oct. 19
Fence Sensors to Protect Animals—Terri Foos	Mar. 31
Fencing and Recreation—Bill Coker & Leslie King	July 30
Fencing For the City—Bill Coker	Jan. 33
Fencing Off Sludge Area	Nov. '78 32
Fencing Specifications	
Guide Specifications for Construction of Tennis Court Fencing; Vinyl Clad Chain Link	
Fencing That Saved Historic Underground Atlanta—Bill Coker & Carolyn Manley	
50th Anniversary Marked	

Financing	Feb. 26
Need Money for Business Expansion?—Dana K. Cassell	Oct. 32
Floating Fences—Leslie King	Dec. '78 7
Forecast '79—Bill Coker	Nov. '78 6
Forging	Jan. 62
Can Hand Forging Be Mechanized?—Bill Coker	Sept. 50
France	Dec. 52
Ornamental Fence Exhibition	Dec. 72
Trademark Conference Scheduled	Nov. 8
Fritz, Donald T.	
Product Liability Insurance—Don't Be Without It	
What Has the CLFMI Done For The Industry And What Should It Do?	
Why and How To Market A Fence Business	

G

German Hardware for Gates—Sales Up	Oct. 40
Getting the Most Out of Your Trucks—Ken Kelley	Oct. '78 18
Gilbert, Betty—No Left Shoes	Dec. 50
Government Offers Financial Incentives	Oct. '78 32
Government Required Fencing—Bill Coker	Oct. 4

H

Hand Tools	Aug. 26;
Tips on Hand Tool Use	Sept. 40
Have You An Assistant Ready?—Ernest W. Fair	Nov. 8
High Tensile Farm Fencing	May 26
Highway Beautification Through Fencing	Dec. 36
Highway Fencing & Barriers Today—Bill Coker	Mar. 6
History Through Fencing	Oct. 14
Hohenstein, Louis	
Calculate Extra Profits From Quantity Discounts	Nov. 13
Stocking Up: A "Sharp Pencil" Approach to Beating Price Increases	Oct. '78 23
Your Business Balance Sheet: How to Make & Use It for Inflation Management	Dec. '78 28
Part II	Jan. 41
Your Business Checking Account	Apr. 46
"Home on the Range" Provided by Fence	Oct. '78 32
Homelite Acquires Facility	Sept. 48
Hong Kong Fencing Cost Higher	Dec. 75
Housing Activity Up	Oct. '78 34
How Efficient Is Your Telephone System—Phillip M. Perry	Nov. 22
How the Fence Industry Divides Business: 21st Annual Manufacturer, Distributor, & Dealer Market Survey—Bill Coker	July 9
How to Cut Your Energy Costs—Phillip M. Perry	Apr. 43
How to Get More Mileage Out of Your Advertising—Bill Coker	Oct. '78 26
Humes & Assocs. Named Manager of NAAMM	Apr. 59

I

Iceland	Nov. 41
Ornamental Fences Draw Admiration	Feb. 19
If Gasoline Rationing Comes—Ken Kelley	
IFIA	
Chapters Report	Jan. 71
Alabama: Annual Report	Jan. 71
Arizona: Annual Report	Jan. 77
Arkansas Razorback	May 49
Annual Report	May 47
Hosts Author	Nov. 37
California	Apr. 54
By-Laws Changed	Dec. 80
Contractor Group Represents Chapter	Jan. 69
Dinner; Seminar Planned	Sept. 44
Family Fun Day Held	Nov. '78 37
Laws May Be Changed	Dec. '78 44
Legislation Discussed	Jan. 71
New Officers Elected	Jan. 71
Plans Luau	Jan. 71
Carolinians: Annual Report	Jan. 71
Connecticut-Nutmeg: Annual Report	Dec. 78
FAIR	July 59
Attended Races	May 48
Consumer Official Speaks	Nov. 38
Gets Fence Ordinance Revised	Aug. 35
Makes A Good Bet	Jan. 71
Plastics Program Given	June 47
Report	Jan. 72
Seminar Planned	Jan. 72
Florida: Annual Report	Aug. 35
Georgia	Jan. 72
Annual Report	Aug. 35
Hosts Editor	Jan. 72
Greater Buffalo: Annual Report	Jan. 77
Greater Chicago: Annual Report	Jan. 77

Gulf Coast		
Annual Report.....	Jan. 77	
Hears Mayor.....	Dec. '78 44	
Houston Mayor Addresses Gulf Coast Chapter.....	Nov. 39	
Heart of America:		
Annual Report.....	Jan. 72	
Kold Country: Annual Report.....	Jan. 73	
Liberty Bell of Pennsylvania: Annual Report.....	Jan. 73	
Memphis Tri-State:		
Advertising Discussed.....	Nov. 38	
Annual Report.....	Jan. 78	
Chain Link Mill Toured.....	Dec. 78	
Talk Session Held.....	May 49	
Missouri-Illinois:		
Annual Report.....	Jan. 76	
New Jersey-FANJ:		
Annual Report.....	Jan. 73	
New York M. & V.....	Jan. 76	
North Texas:		
Advertising Discussed.....	July 59	
Annual Report.....	Jan. 76	
Business Meeting Held.....	Nov. 39	
Chapter Revises Format.....	Dec. 79	
Family Picnic Planned.....	Aug. 35	
Officers Nominated.....	Apr. 54	
Program Heads Assigned.....	Oct. 43	
Northeast: Annual Report.....	Jan. 74	
Northern Ohio: Annual Report.....	Jan. 77	
Oklahoma Sooners:		
Membership Drive.....	Jan. 74	
Pacific Northwest:		
Defines Goals.....	Jan. 76	
Presents Membership Pins.....	Sept. 44	
Pony to Merge with No. Ohio.....	Jan. 77	
Rocky Mt.: Annual Report.....	Jan. 76	
Wisconsin-Ill. Illinois:		
Annual Report.....	Jan. 74	
Colorado Springs Midyear Convention.....	Sept. 42	
ASTM To Meet in Las Vegas:		
Booth Assignments for 1979 New Orleans Show.....	Dec. 24	
Display Awards—17th Annual Show.....	Jan. 18	
Display Booths—Honorable Mention.....	Apr. 16	
18th Annual IFIA Convention and Trade Show To Be Held in Las Vegas—Ann Neal.....	Dec. 8	
Exhibitor List for Las Vegas.....	Dec. 23	
Ladies New Orleans Time Table.....	Jan. 25	
Ladies Program in New Orleans—Leslie King.....	Apr. 22	
Ladies' Tour & Schedule of Events.....	Jan. 20	
New Program.....	Dec. 60	
Reception Highlights 1980 Ladies Program.....	Dec. 23	
17th Annual IFIA Convention & Trade Show To Be Held in New Orleans.....	Jan. 11	
17th Annual IFIA Show Review.....	Apr. 8	
Show Booths Reserved.....	June 46	
Show Scenes 1979.....	Apr. 20	
Duke Resigns IFIA Executive Position.....	July 57	
Fence Industry Youth Forum Idea Exchange.....	Nov. 34	
Fence Logo Suggested.....	Dec. 79	
Names New Executive Director.....	Aug. 34	
Planning Seminars, Campaign.....	Oct. 43	
Seminar Team Offers "Back-to-Basics".....	Dec. 78 42	
Training School—Set For Installers.....	Dec. 78	
IFIA 1000 Club.....	Apr. 24	
Importance of Good Cash Management—Leonard Prose.....	Feb. 22	
India:		
Steel Products Gaining Acceptance.....	Feb. 38	
Third World Steel Production Rising.....	June 44	
Indonesia:		
Control of Log Exports Proposed.....	Oct. '78 42	
Government Bans Log Exports.....	Dec. 78 39	
Government Orders Fence Removed.....	July 55	
Prices of Logs May Increase.....	Mar. 34	
Industrial Psychology & Hiring—Bill Coker & Leslie King.....	July 44	
Innovative Farm Fencing.....	Oct. '78 6	
Installer Fence-Post Spacing Guide.....	Feb. 29	
Insurance Update.....	Dec. 68	
Iran:		
Bans Concrete Fences.....	Oct. 40	
Fence Company Seized.....	Dec. 74	
Fence Firm Reopens.....	June 45	
Fence Industry in Government.....	Oct. 41	
Three Fence Firms Closed.....	July 55	
Wooden Fences Exempted from Law.....	Nov. '78 41	
Italy:		
Barbed Wire Output Drops.....	Dec. 74	
Fence Engineering Course Offered.....	Feb. 39	
Fencing Costs Multiply.....	Mar. 35	
Wood Preservers Conference Set.....	Nov. 41	
J		
Jabat, Juanito V.		
Fences in the Philippines Incorporate Foreign Influence.....	Oct. 29	
Japan:		
Claims to Be Chain-Link Fabric Leader.....	Sept. 51	
Earth Drills Exhibition.....	Dec. 74	
Fence Exhibition Held.....	Dec. 78 39	
Fence Makers Conference Cancelled.....	Oct. 41	
Fencemen Attend Ad Conference.....	July 54	

Nippon Steel To Hike Prices.....	Nov. 41	
Old Fences "Defacing" City.....	June 44	
Price System Proposal Praised.....	Nov. '78 40	
K		
Keeping Supply Sources Open—Kurt Orban.....	Dec. 42	
Kelley, Ken		
Getting the Most Out of Your Trucks.....	Oct. '78 18	
If Gasoline Rationing Comes.....	Feb. 19	
Kelly Evans Iron		
Ornamental Iron Works Firm Specializes in Residential Market—Doris White.....	Oct. 10	
Kimball, Sandy—Don't Fragment Your Advertising Dollars.....	Aug. 6	
King, Leslie		
Farm & Ranch Fencing (with Bill Coker) Fencing & Recreation (with Bill Coker).....	May 6	
Floating Fences.....	June 6	
IFIA Ladies' Program in New Orleans.....	Oct. 32	
Industrial Psychology & Hiring (with Bill Coker).....	Apr. 22	
Materials Handling: An Industry Perspective (with Bill Coker).....	July 44	
Memphis Show (NOMMA).....	Feb. 6	
NSPI Meets in Atlanta.....	May 30	
Ornamental Metal Museum.....	Jan. 37	
Review of Past Surveys.....	Apr. 37	
Some Fence-Related Markets Can Benefit from Recessions.....	July 22	
Specialty Fencing Products Provide Unique Markets.....	Sept. 14	
Taking a Look at New Orleans.....	Oct. 6	
Yellow Pages Number One for Installers.....	Jan. 26	
Women in the Industry.....	Aug. 16	
Kotsher, Ben—Read Any Good Letters Lately?.....	Dec. 46	
L		
Lavery, Michael S.—Materials Handling Equipment Leasing.....	Oct. '78 4	
Lawrence Bros. Names Sales Reps.....	Nov. '78 44;	
Legislation.....	Feb. 40; Nov. 33	
Government Required Fencing.....	Oct. 4	
Letters to the Editor.....	Dec. '78 45; Feb. 40; Nov. 33	
Look At Today's Security Fencing—Bill Coker.....	Aug. 18	
Low-Cost, High Profit Sales Tool—Trade Show Marketing—Lynne McCarty.....	Sept. 17	
Lumber Production Down.....	June 38	
M		
Machinery, Tools, and Equipment—See New Products		
Man Barrier Corp. Named Barbed-Tape Distributor in Mid-East.....	Apr. 58	
Management and Business Practices		
Basic October 1979 Bankruptcy Changes Affect Fence Industry—Lipman G. Feld.....	Dec. 56	
Calculate Extra Profits From Quantity Discounts—Louis Hohenstein.....	Nov. 13	
Examining Your Business Operation—Jess F. Blair.....	Oct. '78 14	
Getting the Most Out of Your Trucks—Ken Kelley.....	Oct. '78 14	
Have You An Assistant Ready—Ernest W. Fair.....	Nov. 8	
How Efficient Is Your Telephone System—Phillip M. Perry.....	Nov. 22	
How to Get More Mileage Out of Your Advertising Dollars—Bill Coker.....	Oct. '78 26	
The Importance of Good Cash Management.....	Feb. 22	
Industrial Psychology & Hiring—Leslie King & Bill Coker.....	July 44	
Need Money for Business Expansion?—D. K. Cassell.....	Feb. 26	
Psychologist Tells You How to Get More Work Out of Your Employees—Phillip M. Perry.....	Oct. '78 11	
Should You Computerize?—Phillip M. Perry.....	July 38	
Stocking Up A "Sharp Pencil" Approach to Beating Price Increases—Louis Hohenstein.....	Oct. '78 23	
Your Business Balance Sheet: How to Make & Use It for Inflation Management—Louis Hohenstein.....	Dec. 78 28	
Part I.....	Jan. 41	
Part II.....	Apr. 46	
Your Business Checking Account—Louis Hohenstein.....	Apr. 46	
Malaysia:		
Log Exports To Japan To Be Reduced.....	Oct. 40	
Manley, Carolyn		
The Fencing That Saved Historic Underground Atlanta (with Bill Coker).....	Jan. 33	
Toronto Guide for CFIA Show.....	Feb. 15	
Manufacturing Ornamental Fencing.....	Nov. '78 28	
March Construction Up.....	July 48	
Markert, William P.		
Fence Sales Expected to Climb With Pool Projections for '79.....	June 10	

Marketing		
Low-Cost, High Profit Tool—Trade Show Marketing—Lynne McCarty.....	Sept. 17	
Some Fence-Related Markets Can Benefit From Recessions—Leslie King.....	Sept. 14	
Trade Show Marketing Should Be Considered in Advertising—Don Vaughn.....	Nov. 25	
Why and How to Market A Fence Business—Donald Fritz.....	Nov. 25	
Martin Robbins Fence Co.		
Fencing For the City—Bill Coker.....	Oct. 19	
Master Fence Opens Tenth Branch.....	Aug. 43	
Materials Handling:		
Materials Handling: An Industry Perspective—Bill Coker & Leslie King.....	Feb. 6	
Materials Handling Equipment Leasing—M. S. Lavery.....	Feb. 8	
Skid-Steer Systems: From Materials Handling to Post Holes—Paul Anderson.....	Feb. 10	
Special Guide to Materials Handling Equipment.....	Feb. 47	
McCarty, Lynne—The Low-Cost, High-Profit Sales Tool—Trade Show Marketing.....	Sept. 17	
Tips For Showtime.....	Dec. 20	
Memphis Show (NOMMA)—Leslie King.....	May 30	
Merry, Bill—Ornamental Upswing.....	Nov. '78 24	
Middleton, John A.—Fabric Glare Screen.....	Mar. 8	
Military Fence in St. Augustine.....	Jan. 50	
Milwaukee Electric Tool Co.		
Denver Branch Receives Award.....	May 55	
To Build Fourth Plant.....	Apr. 63	
Mitchell Industries Buys J. T. Fritz & Sons.....	Sept. 48	
N		
Name Change Announced: American Forests Prods. Becomes Bendix Forest Prods. Corp.....	Nov. '78 32	
Names in the News.....	Oct. '78 40;	
Nov. '78 38; Dec. '78 41; Jan. 64; Feb. 43; Mar. 42; Apr. 55; May 58; June 43; July 60; Aug. 30; Sept. 52; Oct. 46; Nov. 42; Dec. 83		
Neal, Ann—18th Annual IFIA Convention and Trade Show To Be in Las Vegas.....	Dec. 8	
Need Money for Business Expansion?—Dana K. Cassell.....	Feb. 26	
Nepal:		
Airport Expansion Project to Include Cement Shortage.....	Mar. 35	
Tree Branches Used For Fencing.....	Sept. 51	
New Orleans:		
IFIA Ladies' New Orleans Time Table.....	Oct. 40	
New Orleans Restaurant Guide.....	Jan. 25	
17th Annual IFIA Convention & Trade Show to be Held in New Orleans.....	Jan. 17	
Taking A Look at New Orleans—Leslie King.....	Jan. 26	
New Pedestrian Bridge Tests Fence Installers' Skill—David W. Roberts.....	Nov. 29	
New Products:		
Alarm, Wireless (Tel-Sonics).....	Apr. 67	
Assembly Machine, Cross-Wire Feed (Straus-Artys).....	July 62	
Anchor Kit (A. B. Chance).....	Aug. 40	
Alternators, Electric (Onan).....	Mar. 46	
Arc Welder (Belco Industries).....	Sept. 57	
Auger (Pengo).....	July 65	
Auger, Posthole (Pengo).....	Aug. 41	
Barbed Wire Tighteners (Kermco).....	Dec. 88	
Barricade, Temporary (Banner Guard, Inc.).....	July 65	
Beef Model Cold Saw (Amer Ind.).....	Dec. 88	
Bench Model Cold Saw (Amer Ind.).....	Oct. 48	
Booms, Extendable (Auto Crane).....	Oct. 48	
Booth, Ultra-Modern (Par-Kut Intl.).....	Dec. '78 47	
Boring Bits, Wood (Black & Decker).....	Mar. 46	
Boring System (Rockwell Intl.).....	Sept. 56	
Business Forms (New England Business Service).....	Aug. 41	
Cable Cutter (H. K. Porter).....	May 6	
Calculator, Free-System (NBS Systems).....	Aug. 40	
Calendar, Activity (Cook's System).....	Oct. 48	
Carrier, Van-Top (Universal Prods. Engineering).....	Feb. 30	
Chemical, De-Icing (Randustrial).....	Feb. 37	
Clamp, Pipe (Opto).....	Mar. 44	
Clamps, Two-Socket (Kee Klamp).....	July 65	
Cold Saw, Ferrous (Amer Inds.).....	Mar. 45	
Cold Saws, Ferrous (Kasto-Racine).....	Jan. 84	
Compound Cement (Harline Products).....	Dec. 84	
Compactor/Binder (Sunds AB).....	Feb. 37	
Controller, Electric (Introl).....	Nov. '78 47	
Conveyor System (Richards-Wilcox).....	Oct. '78 49	
Corrosion Control (Novox Intl.).....	July 64	
Covers & Tarps (Grifolyn).....	Oct. '78 49	
Crane, Electric (Auto Crane).....	Feb. 34	
Crane, Truck-Mounted (BH Hoist).....	Oct. '78 48	
Cut-Off Saw, Portable (Wacker).....	Dec. '78 48	
Cutting Torch (Harris Caloric Div.).....	Dec. 88	
Digger, Hydraulic (Durable Equipment).....	Feb. 35	
Digger, Post Hole (Boston Fence Supply).....	Feb. 37	
Digger, Post Hole (Cunningham & Walsh).....	Aug. 38	
Dog-Earing Machine (Front Range Fence & Yard Supply).....	Jan. 84	

Drawer Inserts (Republic Steel).....	Feb. 35	Trucks, Rough-Terrain (Prime-Mover)....	Feb. 30	The Apple Polisher Goes to New Or-	
Drill Switch, On/Off (Wacker).....	Nov. '78 49	Trucks, Rough-Terrain (Selleck Equip-ment).....	Nov. '78 46	leans.....	Jan. 6
Dumping Accessory (Allen-Clark Equip-ment).....	Nov. '78 48	Vibrators, Rotary Electric (Rhino Sales).....	July 64	The New Directory.....	Dec. 4
Earth Auger (Feldmann Eng. & Mfg.).....	Nov. 47	Vibratory Plates (Wacker).....	Sept. 59	The \$3.00 Billion Fence Market: How Much Is Real... How Much Inflationary?.....	July 4
Extrusions, Aluminum (Bristol Alumi-num).....	Aug. 40	Welding Pressure Assembly (Loopco Inds.).....	July 63		
Fasteners, Construction (Jos. Dyson & Sons).....	Aug. 41	Winches, Electric (American Chain & Cables).....	Oct. '78 50		
Fence, High-Tensile (Bekaert Steel Wire).....	May 60	Window-Lock System (Lifeline Prods.) ..	Apr. 67		
Fence, Wire Garden (Northwestern Steel & Wire).....	Nov. '78 49	Window, Insulating (Season-All).....	Oct. 50		
Fence Fittings (American Chain & Cable).....	Mar. 44	Wire, Aluminized (American Chain & Cable).....	Mar. 45		
First-Aid Kit (Mine Safety Appliances).....	Jan. 80	Wood Preservative (Ventron).....	Oct. '78 50		
Forge Furnace (Johnson Gas Appli-ance).....	Dec. '78 49	Wood Splitter, Portable (Cornell).....	Nov. '78 49		
Generators, Gas engines (Homelite).....	Oct. 48	Wrench, Socket (Sprenc).....	May 59		
Gloves, Thermal (Jomac Prods.).....	Feb. 36	New Wood Plant.....	Oct. '78 34		
Hammer Drill (AEG Power).....	Nov. 47	New Zealand.....			
Handrailing, Safety (Construction Spec-ialities).....	May 59	Barbed-Wire Bam Studied.....	June 44		
Hydraulic Hacksaws (Kasto-Racine Inc.)	Dec. 87	Construction Boom Predicted.....	Mar. 34		
Jack, Push-pull (Am. Gage & Man.).....	Oct. 49	Integrated Fence Firm Plan Dropped.....	Nov. 41		
Jigsaw Blade, Shatterproof (American Saw & Mfg.).....	Jan. 82	Nichols-Homeshield Purchases Div. of Capitol Prods.....	July 49		
Level, General-Use (Warren-Knight).....	Feb. 33	1980 Editorial Calendar.....	Dec. 76		
Linewinder (Pretied Tie).....	May 61	No Left Shoes—Betty Gilbert.....	Dec. 50		
Loader, Skid-Steer (Erickson).....	Mar. 47	NOMMA.....	May 30		
Log-Splitter (Northeast Inds.).....	Nov. '78 48	Memphis Show—Leslie King.....	Nov. '78 20		
Measure, Optical (Ranging).....	Feb. 32	Clifford H. Brown.....	May 36		
Measuring Wheel (Rolatape).....	Feb. 33	Shop Tours.....	Nov. '78 26		
Mezzanine Shelving (Bernard Franklin Co.).....	Nov. 47	Show Review.....	May 40		
Mobile Office (Contempo Van).....	Nov. 47	Top Job Awards 1979.....	Oct. 36		
Motorized Hoist (Acco Industries).....	Dec. 85	NSPI Chicago Show.....	Jan. 37		
Nailer, Pneumatic (Duo-Fast).....	Mar. 44	NSPI Meets in Atlanta—Leslie King.....	Sept. 49		
Name Plates (Seton Home Plate).....	Sept. 58	NSPI to Write Standards.....			
Netting, Stretch Plastic (Bemis).....	Feb. 32				
Notcher, Metal Tubing (Dave Williams, Metal Fabricator).....	Oct. '78 48				
Parking Control System (Access Con-trol Systems).....	Apr. 68				
Partitions, Wire (Wireway).....	Apr. 68				
Pavement Breaker (Stanley Hydraulic Tools).....	Nov. '78 46				
Paving Breakers, Hydraulic (Thor Power Tool).....	Mar. 47				
Pellets, Plastic (PDQ Plastics).....	Feb. 34				
Plastic Stakes (Techplastics Inc.).....	Dec. 88				
Platforms, Economy (Economy Engi-neering).....	Jan. 82				
Plating Process (3M Corp.).....	Dec. 84				
Play Structure (Park Structures Int'l.)	Feb. 35				
Pneumatic Nailer (Duo Fast Corp.).....	Dec. 86				
Pocket Tooth (Pengo).....	Jan. 84				
Pole Puller (Thiermann Utility Equip-ment).....	July 62				
Portable Mixer (Porta Mix).....	Dec. 86				
Power Breaker (Stanley Hydraulic Tools).....	May 60				
Power Unit, Hydraulic (Stanley Hydraul-ic Tools).....	Dec. '78 46				
Racks, Cantilever (Jarke).....	Dec. '78 49				
Rammer, New Model (Wacker).....	Jan. 81				
Roller, Vibratory (Wacker).....	July 66				
Rope Puller (Acco Industries).....	Aug. 38				
Rust Remover (Starlite Prods.).....	Aug. 40				
Saw, Circular (Black & Decker).....	Apr. 68				
Saws, Precision (Midwest Automation).....	Sept. 60				
Sawing Machine, Cold Cutting (Amer.)	Oct. 50				
Screwdriver Set (Howard Prods.).....	Aug. 39				
Security Systems (Chamberlain Mfg.).....	Sept. 58				
Sensors, Shock-Detection (Poly-Scien-tific Div. Litton Inds.).....	July 64				
Shear, Power-Pack (H. K. Porter).....	Sept. 56				
Sign-Making System (Cole Consumer Prods.).....	Aug. 37				
Sodium-Lamp Fixture (Arrem).....	Dec. '78 46				
Solar Generator (Snell Power Fencing).....	Nov. 48				
Space Heater, Oil-Fired (Malsbary Mfg.)	Nov. '78 47				
Splice, Barbed-Wire (Splice It Fence Tool).....	Apr. 68				
Stacker, Power-Lift (Crown).....	Mar. 47				
Stapler, Pneumatic (Duo-Fast).....	July 65				
Steel-Reinforced Film (Keystone Group).....	July 66				
Steel Tube (Allied Tube & Conduit).....	Sept. 57				
Stock Labels (Marsh Stencil).....	Dec. 84				
Stomper Models (Stone Construction Equipment).....	Sept. 60				
Storage, High Density (American Chain & Cable).....	Jan. 80				
Strand Cutter, Ratchet (H. K. Porter).....	Nov. '78 48				
Surveyors' Rods (Lietz).....	May 60				
Tool Kit (Metrifast).....	July 63				
Traffic Controller (Delta Scientific).....	Aug. 37				
Transfer Truck (Duo Fast Corp.).....	Dec. 87				
Transit, Contractor's (Warren-Knight).....	Nov. '78 46				
Transit, Open (David White).....	Oct. 48				
Transmission, 12-speed (Allis-Chalmers).....	July 63				
Transmitter, Security (Linear).....	May 59				
Trowels, User-Designed (Stone Equip-ment).....	Dec. '78 48				
Truck Loader (Red Arrow Towbar Mfg.)	Nov. 48				
Truck, Three-Wheel (Baker Material Handling).....	Sept. 59				
Trucks, Diesel-Lift (Toyota Truck, USA).....	Feb. 36				
Trucks, Hand (Nutting Truck & Caster) ..	Feb. 37				

Survey 1979: Sales Volume by Type of Fence.....	Sept. 12	Fire and Burglar Alarm Equipment (Alarm Supply Co.).....	Dec. 82	Strikes Cost More Than You Think Reprint (Imberman & DeForest).....	Aug. 31
21st Annual Survey: Dealer Dollar Volume by Population Density.....	July 20	Fire-Retardant Treated Plywood & Lumber Brochure (J. H. Baxter).....	Sept. 55	Structural Design & Load Valves Catalog (Simpson).....	Mar. 31
21st Annual Manufacturer, Distributor, & Dealer Market Survey: Section One, Suppliers.....	July 13	Getting the Most Out of Your Table Saw, Drill Press, Band Saw (Rockwell Int'l.).....	Feb. 42	Surplus Stranding & Extruding Equipment Brochure (Gavlick Machinery).....	May 56
21st Annual Manufacturer, Distributor, & Dealer Market Survey: Section Two, Dealers.....	July 17	Hand Tool Safety: Guide To Proper Use (Hand Tools Institute).....	Oct. 54	Surveying & Drafting Supply Catalog (Warren-Knight).....	Nov. '78 42
21st Annual Manufacturer, Distributor, & Dealer Market Survey: How the Fence Industry Divides Business—Bill Coker.....	July 7	Heavy-Duty Floor Truck Literature (Union Steel Prods.).....	Mar. 41	Tool Catalog No. 479 (Milwaukee Electric Tools).....	Oct. 53
What Happened in '78.....	Dec. '78 16	Hi-Line Catalog (Warehouse Storage Systems).....	Oct. '78 47	Top Shop For Profit Planning Guide for Countertop Fabrication.....	Nov. 46
Sweden		How To Plan Parking Areas (Federal Signal Corp.).....	Oct. 54	Trencher Model 2300 Brochure (The Charles Machine Works).....	May 57
Aluminum Fences Gaining Popularity.....	Nov. 41	Hydraulic Cranes Brochure (Auto Crane).....	Apr. 64	Tubular Steel Fence Framework Bulletin (Wheatland Tube).....	July 69
Trade Fair Participation Stressed.....	Dec. '78 38	Hydraulic Iron Workers Booklet (Center Engineering).....	Apr. 64	Walkie Reach Stacker Brochure (Crown).....	Feb. 42
Road Fencing Increases.....	Nov. 40	Identification Catalog (Name Plate Corp.).....	Dec. 81	Wire Cos. Of No. America Directory.....	Nov. '78 42
Swimming Pools		Industrial Handrail Systems Brochure (Dravo).....	July 67	Wire Rope Bulletin (Macwhyle).....	Sept. 55
Fence Sales Expected to Climb with Pool Projections for '79—William P. Market.....	June 10	Internal Vibrators Brochure (Wacker).....	Aug. 32	Woodworking Tools Catalog (Shopsmith).....	Jan. 61
NSPI Meets in Atlanta—Leslie King.....	Jan. 37	International Trends & Developments of Importance to the Metrication Plans of the U.S. Construction Community Report (Natl. Bureau of Standards).....	Feb. 41	Zinc Coating Weight Test Results (Armco).....	Nov. '78 42
NSPI to Write Standards.....	Sept. 49	Lift Trucks and Attachments (Caterpillar).....	Feb. 42	Trade Show Marketing Should Be Considered in Advertising—Don Vaughn.....	Nov. 25
Pool & Playground Equipment Directory.....	June 34	Lift Truck Obsolescence Survey (Clark Equipment).....	May 56	Trucks	
		Lift Truck Selection and Maintenance (Caterpillar).....	Oct. 55	Getting the Most Out of Your Trucks—Ken Kelley.....	Oct. '78 18
T		Liquidation Sale Brochure (Gavlick Machinery).....	Oct. '78 47	Turkey	
Taiwan		Maintenance/Construction Work Platforms Brochure (Economy Engineering).....	Jan. 60	Painting of Old Fences Required.....	Dec. '78 39
Exports Unaffected by Diplomatic Relations.....	Mar. 34	Manufacturing Locations & Facilities Booklet (Keynote).....	July 69		
Fence Manufacturers Told to Modernize.....	Oct. 41	Material Handling Equipment Catalog (Reel-O-Matic Systems).....	Oct. 55	U	
Fencemen Uncertain on U.S. China Deal.....	Feb. 38	Metal Rolling Doors Brochure (Richards-Wilcox).....	Nov. '78 42	Uganda	
Pipes for Fencing.....	Dec. 74	Milwaukee Electric Tool Catalog.....	Oct. '78 47	Suspends Fence Exports.....	Sept. 50
Price Tags on Fences Mandated.....	Dec. '78 39	Modernization Manual for Overhead Cranes (Harnischfeger P&H).....	Apr. 64	Unusual and Unique in Fencing—Chuck Woodbury.....	Nov. 20
Steel Fences Exported to Hong Kong.....	Nov. '78 40	Nailers Booklet (Paslode).....	May 57	U.S. Steel Supply Div. of U.S. Steel Plans New Facility.....	Jan. 59
Taking A Look at New Orleans—Leslie King.....	Jan. 26	1979 Tool Catalog (Ames).....	Nov. 44	Utah Wood Preserving Co. Announces New Plant.....	Mar. 32
Taxes		1979 Uniform Guide (Some's Uniforms).....	Nov. 46		
Courts Approve Investment Credit for Protective Fencing—Julian Bork.....	Aug. 24	Operating Tips Instruction Cards (Charles Machine Works).....	Nov. '78 42	V	
Taylor, Mary		Outdoor Windscreens for Tennis Courts (U.S. Tennis Court and Track Builders Assn.).....	Aug. 32	Varied Media Used to Promote Chain Link Fabric to Consumer.....	Jan. 66
The Wooden Gate Shop.....	July 26	Parts Support Is Reason Enough (Caterpillar).....	Oct. 54	Vaughn, Don—Trade Show Marketing Should Be Considered in Advertising.....	Nov. 25
Thailand		Picnic Tables, Grills, Playground Equip. (Gerber Mfg.).....	Oct. 54	Venezuela	
Highway Fencing Considered.....	Mar. 35	Plain Chain Facts Pamphlet (Ditch Witch).....	July 67	Fence Construction Costs Up.....	Aug. 36
Oil Drums Used for Gates.....	June 44	Plastic Net Fence Brochure (Plastic Net Corp.).....	Apr. 64	View From Here—Blanche Blackwell.....	Nov. '78 21
Proposed Fence Ordinance Opposed.....	Dec. '78 14	Pneumatic Tire Truck Specs (Allis-Chalmers).....	Mar. 41		
Things To Do In Las Vegas—Nancy Snell	Dec. 14	Portable Cut-Off Saw (Wacker Corp.).....	Oct. 55	W	
3,244 Fence-Related Injuries Reported.....	Nov. '78 32	Portable Hand Hoists Brochure (American Chain & Cable).....	Oct. '78 47	Wallace, James Ara.....	Nov. '78 18
Tips for Showtime—Lynne McCarty.....	Dec. 20	Portable Cut-Off Saw Brochure (Wacker).....	Sept. 54	West Germany	
Tips on Buying & Use of Air-Operated Staples.....	Jan. 45	Presshires Brochure (Lehman).....	Apr. 64	Asia Supplies Wood Fence Materials.....	Nov. '78 41
Tips on Hand-Tool Use.....	Sept. 40; Oct. 26; Apr. 60	Priced Metalworking Machinery Stock List (Gavlick Machinery).....	Mar. 41	Automation Issue Draws Debate.....	Jan. 62
Tool Market Increasing.....	Apr. 60	Problems of Access to Buildings for the Physically Handicapped Booklet (The Stanley Works).....	Jan. 60	Good Year for Fence Industry.....	Feb. 38
Tools, Blacksmithing Shop Profits by Interest.....	Jan. 57	Product Liability: The Case for Reform & Proposed Amendments to State Statutes (Natl. Assn. of Wholesaler Distributors).....	May 56	Nigeria Imports Steel Tubes.....	June 45
Toronto Guide for CFIA Show—Carolyn Manley.....	Feb. 15	Protective Eyewear Guide (American Optical).....	Feb. 42	Steel Production Increased.....	July 55
Trade Literature		Reading Blueprints (Industrial Media).....	Aug. 31	Trade Directory Published.....	July 54
ACC 45, Cushion Tire Lift Truck (Allis-Chalmers).....	Oct. 55	Reducing Energy Costs in Wholesale Distribution (Nat. Assn. Wholesalers).....	Oct. 53	Woven Plastic Fence Introduced.....	Dec. '78 39
Adjustable Racks Brochure (Eugene Welding).....	Mar. 41	Redwood Swing Sets Brochure (Southern Woodcraft).....	July 69	What Happened in '78.....	Dec. '78 16
Annual ASTM Standards 1979, Parts 1-5 (ASTM).....	Sept. 54	Reference Guide for Lifting Sling Users Folder (Marino Systems).....	Jan. 61	What's New in Livestock Fencing: Electrified Plastic Fencing.....	May 28
Aut-O-Dor Booklet (Richards-Wilcox).....	Aug. 31	Roving Tool Shed (Barker Enterprises).....	Dec. 81	What's New in Farm & Ranch Fencing: High Tensile Farm Fencing.....	May 26
Big Book Building Industry Guide (Slater Pubs.).....	Feb. 41	Safety Products Catalog (Morton Co. Safety Products).....	Oct. '78 47	White, Doris	
Bolted Frame Storage System Brochure (Palmer-Ship).....	May 57	Safety Supplies (Intex).....	Oct. '78 47	Recreational Fencing at Quality Fence Company.....	June 16
Booth Design Guides (Par-Kut Int'l.).....	Jan. 60	Seton Name Plate 1978 Catalog.....	Dec. 82	Selling Farm & Ranch Fencing.....	May 14
Builder's Brass Works Catalog.....	Apr. 64	Side Shifter Lift Truck (Clark Equipment).....	July 67	Selling Ornamental Fencing.....	Nov. '78 10
Buyer's Guide to Storage & Work Area Equipment Systems, Vol. 41 #1 (Bernard Franklin).....	Mar. 41	Signs & Labels Catalog (Seton Name Plate).....	Mar. 41	Who's Who Published.....	Dec. 68
Carbide-Tipped Circular Saw Blades Booklet (Omark).....	Dec. '78 37	Specialty Nail Chart (Dickson-Weatherproof Nail).....	July 67	Who Writes the Rules?—Richard Boling.....	Mar. 21
Cast Aluminum Name Plates for the Fence Industry Catalog (Custom Foundry Prods.).....	Aug. 32	Stand-Up Rider Lift Trucks Brochure (Crown).....	Oct. 54	Wholesale Center Opened.....	May 55
Check Valves Brochure (Harris Caloric).....	Nov. 46	Steel Fittings Catalog (W. H. Downey).....	Dec. '78 37	Why and How To Market A Fence Business—Donald Fritz.....	Nov. 6
Chromates (3M Plating).....	May 56	Stock Components for Architectural Metal Work Catalog (Julius Blum).....	Aug. 32	Winge, John—ASTM to Meet in Las Vegas.....	Dec. 24
Comparison of Tube Weld Boxes Brochure (TESGO).....	May 57	The Story Behind Low-Pressure Sodium Lighting (No. American Philips Lighting).....		Wire Association Convention Audited.....	Oct. 52
Complete Tamper-Proof Fastening Systems (Guard Nut Inc.).....	Nov. 47			Woodworking Tools Boom.....	Sept. 49
Condensed Catalog (Crown).....	Dec. 81			Women In the Industry—Leslie King and Cynthia Meals.....	Dec. 46
Custom Metal Fabricator (Cleco Mfg.).....	Dec. 82			Wood & Link Fence Co. Announces New Location.....	June 39
Custom Molds and Frames (Cleco Mfg.).....	Dec. 81			Wood Fence Panels As Sound Barriers.....	Mar. 18
Cutting-Torch System Brochure (Petrogen).....	Dec. '78 37			Wood Post Shortage Possible?—Tom Ridgeway Osmose.....	Mar. 15
Diesel Pneumatic Tire Trucks (Clark Equip. Co.).....	Nov. 45			Woodbury, Chuck—Unusual and Unique in Fencing.....	Nov. 20
Effective Financial Management (Nat. Asso. Wholesalers).....	Oct. '78 47			Wooden Gate Shop, The—Mary Taylor.....	July 26
Electric Chain Hoists Brochure (P & H).....	Jan. 61			Woodworking Tools Boom.....	Sept. 49
Fastening Air-Tool Catalog (Black & Decker).....	Apr. 64				
Fence Droppers & Spacers Booklet (Pyram).....	Sept. 54				
Fence Protection System Brochure (Poly-Scientific).....	Nov. '78 42				
Ferrous/Non-Ferrous Wire Machinery Directory (Gavlick Machinery).....					

